

Message Text

LIMITED OFFICIAL USE

PAGE 01 LAGOS 06692 151537Z

50

ACTION AF-06

INFO OCT-01 EB-07 ISO-00 /014 W
----- 061381

P R 151420Z JUL 75
FM AMEMBASSY LAGOS
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 192

LIMITED OFFICIAL USE LAGOS 6692

E.O. 11652: N/A
TAGS: BEXP, NI
SUBJECT: MAJOR PROJECT: HOSPITALS

REFS: (A) STATE 164441
(B) BLODGETT MEMO TO FILES, 3 JUN 75, COPY TO
USDOC (ROD RYDLUN/OIM)

1. AMINCI INTERNATIONAL (REF B) IS RECENTLY FORMED US-NIGERIAN CONSTRUCTION COMPANY. U.S. PARTNERS HOLD 60 PERCENT AND INCLUDE HARSEN AND JOHNS (ARCHITECTS), JOHN PEARSON AND JAY CLARK (CONSTRUCTION CONTRACTORS), LEO DOWD (PUBLIC RELATIONS), PRIME ELECTRIC (ELECTRICAL, MECHANICAL, AND PLUMBING CONTRACTORS), AND WILLIAM BALLARD (IMPORT-EXPORT). NIGERIAN SIDE OF PARTNERSHIP INCLUDES DANIEL GOWON (YOUNGER BROTHER OF HEAD OF STATE) AS CHAIRMAN, AND A. D. MOHAMMED AS MANAGING DIRECTOR. IT IS TOO EARLY TO JUDGE EFFECTIVENESS OF FIRM AS IT HAS NOT YET DONE ANY BUSINESS; HOWEVER IT EMBODIES FAIRLY TYPICAL ARRANGEMENT WHEREBY NIGERIANS WITH QUOTE POLITICAL CONNECTIONS UNQUOTE HAVE LKINKED UP WITH AMERICANS WITH TECHNICAL EXPERTISE TO GO AFTER THE ABUDNDANT CONTRACT OPPORTUNITIES OF THIRD DEVELOPMENT PLAN. EMBASSY JUDGMENT WOULD BE THAT NOT TOO MUCH IMPORTANCE SHOULD BE PLACED ON GOWON'S FAMILY RELATIONSHIP TO HEAD OF STATE.

2. WE KNOW NOTHING OF OBIOURU DEVELOPMENT COMPANY OR FAWEHI ENTERPRISES, THOUGH THEIR NAMES WOULD IMPLY EAST
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 LAGOS 06692 151537Z

CENTRAL STATE CONNECTIONS. THEY ARE NOT LISTED IN

AVAILABLE DIRECTORIES. WE ARE ATTEMPTING DEVELOP INFORMATION BUT INTERIM JUDGMENT WOULD BE THAT THESE FIRMS, TOO, PROBABLY HAVE LITTLE TO OFFER BEYOND SUPPOSED POLITICAL CONNECTIONS. EVERY NIGERIAN DOCTOR WANTS TO BE A BUSINESSMAN.

3. IT IS NOT THE POLICY OF FMG TO MAKE PRIOR COMMITMENTS OF ANY KIND TO FIRMS BIDDING FOR PROJECTS. IF QUOTE LETTER OF INTEREST UNQUOTE HAS BEEN OBTAINED BY AMINCI, IT IS NOT LIKELY TO MEAN A GREAT DEAL. AS SPOT CHECK, WE TELEPHONED DIR-GEN OF ARMED FORCES MEDICAL SERVICES (BRIG. A.O. AUSTEN-PETERS) WHO STATESTHAT DOZENS OF FIRMS HAVE EXPRESSED INTEREST IN BIDDING FOR MILITARY HOSPITAL PROJECTS, BUT THAT HE HAS NOT ISSUED A SINGLE QUOTE LETTER OF INTEREST UNQUOTE IN RETURN.

4. STANDARD APPROACH TAKEN BY ALL LOCAL FIRMS WHEN SEEKING

TO ATTRACT OVERSEAS PARTNERS IS THAT LOCAL FIRM HAS NECESSARY HIGH-LEVEL CONNECTIONS TO GET CONTRACTS. SOMETIMES THIS IS TRUE, MOST OFTEN IT IS NOT. WE DO NOT WISH TO DISCOURAGE GORDON FRIESEN FROM DOING BUSINESS WITH AMINCI, OBIORU, OR FAWEHI, BUT WOULD SIMPLY CAUTION US FIRM TO TAKE THEIR CLAIMS WITH GRAIN OF SALT UNTIL THEY HAVE DEMONSTRATED AN ABILITY TO PERFORM.

CROSBY

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 15 JUL 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GarlanWA
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975LAGOS06692
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750244-0232
From: LAGOS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750756/aaaabxsa.tel
Line Count: 85
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION AF
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 STATE 164441
Review Action: RELEASED, APPROVED
Review Authority: GarlanWA
Review Comment: n/a
Review Content Flags:
Review Date: 22 AUG 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <22 AUG 2003 by GarlanWA>; APPROVED <22 AUG 2003 by GarlanWA>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: HOSPITALS
TAGS: BEXP, NI
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006